

Robert Finley

File 347:JAPIO Dec 1976-2006/Aug(Updated 061130)

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File 348:EUROPEAN PATENTS 1978-2006/ 200648

(c) 2006 European Patent Office

File 349:PCT FULLTEXT 1979-2006/UB=20061207UT=20061130

(c) 2006 WIPO/Thomson

File 350:Derwent WPIX 1963-2006/UD=200678

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Set	Items	Description
S1	1	AU=SCRIVANO D?
S2	1	AU=CASTIGLIA E?
S3	159	AU=YATES R?
S4	42	AU=YATES B?
S5	682	AU=KING S?
S6	2	AU=MAZZIOTTI R?
S7	882	S1 OR S2 OR S3 OR S4 OR S5 OR S6
S8	15	S7 AND IC=(G06F-017/60 OR G06Q?)

Robert Finley

File 9:Business & Industry(R) Jul/1994-2006/Dec 07  
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File 15:ABI/Inform(R) 1971-2006/Dec 08  
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(c) 2006 The Gale Group  
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(c) 1999 The Gale Group  
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(c) 2006 The Gale Group  
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(c) 2006 The Gale Group  
File 636:Gale Group Newsletter DB(TM) 1987-2006/Dec 07  
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(c) 2006 Dialog  
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(c) 2006 ProQuest Info&Learning  
File 65:Inside Conferences 1993-2006/Dec 08  
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File 99:Wilson Appl. Sci & Tech Abs 1983-2006/Nov  
(c) 2006 The HW Wilson Co.  
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(c) 2006 Info.Sources Inc  
File 474:New York Times Abs 1969-2006/Dec 08  
(c) 2006 The New York Times  
File 475:Wall Street Journal Abs 1973-2006/Dec 08  
(c) 2006 The New York Times  
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
(c) 2002 The Gale Group  
File 635:Business Dateline(R) 1985-2006/Dec 02  
(c) 2006 ProQuest Info&Learning  
File 570:Gale Group MARS(R) 1984-2006/Dec 07  
(c) 2006 The Gale Group  
File 387:The Denver Post 1994-2006/Dec 07  
(c) 2006 Denver Post  
File 471:New York Times Fulltext 1980-2006/Dec 08  
(c) 2006 The New York Times  
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06  
(c) 2002 Phoenix Newspapers  
File 494:St LouisPost-Dispatch 1988-2006/Dec 07  
(c) 2006 St Louis Post-Dispatch  
File 631:Boston Globe 1980-2006/Dec 08  
(c) 2006 Boston Globe  
File 633:Phil.Inquirer 1983-2006/Oct 29  
(c) 2006 Philadelphia Newspapers Inc  
File 638:Newsday/New York Newsday 1987-2006/Dec 08  
(c) 2006 Newsday Inc.  
File 640:San Francisco Chronicle 1988-2006/Dec 08

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(c) 2006 Chronicle Publ. Co.  
 File 641:Rocky Mountain News Jun 1989-2006/Dec 08  
 (c) 2006 Scripps Howard News  
 File 702:Miami Herald 1983-2006/Dec 07  
 (c) 2006 The Miami Herald Publishing Co.  
 File 703:USA Today 1989-2006/Dec 07  
 (c) 2006 USA Today  
 File 704:(Portland)The Oregonian 1989-2006/Dec 07  
 (c) 2006 The Oregonian  
 File 713:Atlanta J/Const. 1989-2006/Dec 08  
 (c) 2006 Atlanta Newspapers  
 File 714:(Baltimore) The Sun 1990-2006/Dec 08  
 (c) 2006 Baltimore Sun  
 File 715:Christian Sci.Mon. 1989-2006/Dec 07  
 (c) 2006 Christian Science Monitor  
 File 725:(Cleveland)Plain Dealer Aug 1991-2006/Dec 07  
 (c) 2006 The Plain Dealer  
 File 735:St. Petersburg Times 1989- 2006/Dec 07  
 (c) 2006 St. Petersburg Times  
 File 476:Financial Times Fulltext 1982-2006/Nov 21  
 (c) 2006 Financial Times Ltd  
 File 477:Irish Times 1999-2006/Dec 08  
 (c) 2006 Irish Times  
 File 710:Times/Sun.Times(London) Jun 1988-2006/Dec 08  
 (c) 2006 Times Newspapers  
 File 711:Independent(London) Sep 1988-2006/Dec 08  
 (c) 2006 Newspaper Publ. PLC  
 File 756:Daily/Sunday Telegraph 2000-2006/Dec 08  
 (c) 2006 Telegraph Group  
 File 757:Mirror Publications/Independent Newspapers 2000-2006/Dec 08  
 (c) 2006

Set	Items	Description
S1	0	AU=(SCRIVANO, D? OR SCRIVANO D? OR SCRIVANO(2N)D?) OR BY=S- CRIVANO(2N)D?
S2	3	AU=(CASTIGLIA, E? OR CASTIGLIA E? OR CASTIGLIA(2N)E?) OR B- Y=CASTIGLIA(2N)E?
S3	824	AU=(YATES, R? OR YATES R? OR YATES(2N)R?) OR BY=YATES(2N)R?
S4	421	AU=(YATES, B? OR YATES B? OR YATES(2N)B?) OR BY=YATES(2N)B?
S5	9127	AU=(KING, S? OR KING S? OR KING(2N)S?) OR BY=KING(2N)S?
S6	2	AU=(MAZZIOTTI, R? OR MAZZIOTTI R? OR MAZZIOTTI(2N)R?) OR B- Y=MAZZIOTTI(2N)R?
S7	10374	S1 OR S2 OR S3 OR S4 OR S5 OR S6
S8	180	(BUSINESS?? OR FRANCHIS???) (12N) (MANAGEMENT OR MANAG???)
S9	733	INCENTIV??? OR INDUCE??? OR INDUCEMENT OR MOTIVAT??? OR MO- TIVATION?? OR ENCOURAG???
S10	30	S8 AND S9
S11	28	S10 NOT PY>2002

11/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2006 The Gale Group. All rts. reserv.

02898875 Supplier Number: 94144929 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Program groups use partnership to aid installers. (News).

Aftermarket Business, v 112, n 10, p 22  
October 2002  
DOCUMENT TYPE: Journal ISSN: 0892-1121 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 353

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...and labor warranty, a tech support line, a national credit card, direct mail, technical and business management training, management software and web services.

"We want to offer repair shop owners an incentive to buy products," says Gary Bean, marketing director for MyRepairShop. "We've built the ultimate installer program. We're like the Intel inside..."

11/3,K/2 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2006 The Gale Group. All rts. reserv.

02670243 Supplier Number: 25099235 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Edward Jones: Nothing Ventured, Much Gained-Sans the Web  
(brokerage firm eschewed web to focus on investment and portfolio management advice)  
FutureBanker, v 6, n 1, p 3  
January 2002  
DOCUMENT TYPE: Journal ISSN: 1092-9061 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 450

TEXT:

...Web warfare. Everyone, that is, except Edward Jones. The brokerage firm decided that its core business was in providing investment and portfolio management advice, not in encouraging investors to take asset management into their own hands. So while the rest of the financial industry was dot-comming everything not nailed...

11/3,K/3 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

02344945 113773511  
Corporate retirement plans gauge opportunities  
Steidler, Paul F  
Afp Exchange v22n2 PP: 22-26 Mar/Apr 2002  
ISSN: 1528-4077 JRNL CODE: JCG  
WORD COUNT: 1753

...TEXT: as well, such as retail stores, health care management companies, money management firms and similar businesses. The common denominators: sophisticated financial investors, highly motivated owner - managers and the opportunity for both to earn exceptional investment returns.

Hedge funds are another alternative...

11/3,K/4 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

02273331 89472448  
'Invest' in a new idea  
Schmidtke, Rick  
Credit Union Management v24n11 PP: 16-17 Nov 2001  
ISSN: 0273-9267 JRNL CODE: CUM  
WORD COUNT: 1612

...TEXT: other features-apparent in practice-that could affect your long-term relationship with members:

\*minimal incentives for investment reps to manage your member relationships vs. build their own business ;

\* transient commitment from investment reps, evidenced by considerable turnover, and where their loyalty is primarily with their employer (the...

11/3,K/5 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

02140054 69907526  
Firm rebirth: Buyouts as facilitators of strategic growth and entrepreneurship  
Wright, Mike; Hoskisson, Robert E; Busenitz, Lowell W  
Academy of Management Executive v15n1 PP: 111-125 Feb 2001  
ISSN: 1079-5545 JRNL CODE: AEX  
WORD COUNT: 10108

...TEXT: where the parent did not understand or have the capability to manage the technology involved. Managers with an entrepreneurial mindset are motivated to pursue a buyout in order to develop their own strategy, and to earn greater remuneration away from the parent's constrained system.59 These...

11/3,K/6 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

02048401 57309886  
Viewpoint: Keeping Conglomerates On-Track  
Neimeth, Clifford E  
Venture Capital Journal PP: 33-34 Aug 1, 2000  
ISSN: 0883-2773 JRNL CODE: VCJR  
WORD COUNT: 1697

...TEXT: The acquirer also may prefer an equity earn-out or stock component at closing to incentivize the sellers (if they are retained to manage the business ) to maximize the performance of the purchased business after ownership has changed hands.

If the purchase price is paid with conventional parent common stock, the value of stock will reflect not...

11/3,K/7 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01999915 51468103

Economic Reform Foundation's president Shangquan Gao on organizational reform and sustainable business development

Wang, Zhong-Ming

Academy of Management Executive v14n1 PP: 8-11 Feb 2000

ISSN: 1079-5545 JRNL CODE: AEX

WORD COUNT: 2286

...TEXT: third principle is to combine the readjustment of existing state ownership with restructuring and enhancing enterprise management as well as encouraging the input of non-state ownership so as to realize the multiplication of investment entities and innovations in enterprise systems. The objectives of this strategic readjustment are the following:

\* Retaining the monopoly of state...

11/3,k/8 (Item 6 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2006 ProQuest Info&Learning. All rts. reserv.

01981769 48842946

The Rediscovered Benjamin Graham: Selected Writings of the Wall Street Legend

Morris, Victor F

Financial Analysts Journal v55n6 PP: 127-129 Nov/Dec 1999

ISSN: 0015-198X JRNL CODE: FIA

WORD COUNT: 1786

...TEXT: trying to do was (1) keep shell-shocked investors from dumping their shares at fire-sale prices and (2) get them to act as owners of a business -that is, induce the managers of the companies to disgorge the free cash by distributing it to shareholders, or even...

11/3,k/9 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2006 ProQuest Info&Learning. All rts. reserv.

01810648 04-61639

Can capital scarcity help agency theory explain franchising? Revisiting the capital scarcity hypothesis

Combs, James G; Ketchen, David J Jr

Academy of Management Journal v42n2 PP: 196-207 Apr 1999

ISSN: 0001-4273 JRNL CODE: AMA

WORD COUNT: 7534

...TEXT: offer incentives to ensure that they act in the firm's best interests (Eisenhardt, 1989). Franchising furnishes a more powerful incentive than can be offered to employee-managers because, as owners, franchisees must invest their own capital to build and operate outlets; employee-managers face no such risk (Shane, 1996). Consequently...

11/3,k/10 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2006 ProQuest Info&Learning. All rts. reserv.

01772115 04-23106

Theta a fast grower by any standard

Pegler, Robin

Finance Week - South Africa PP: 73 Jan 29, 1999

JRNL CODE: FIWK

WORD COUNT: 595

...TEXT: to focus is one secret of Theta's success. The other main factor is its entrepreneurial attitude. Its directors, who describe themselves as managing shareholders, are the principal owners. They have always appropriately looked to invest in owner - managed companies, which gives them a strong incentive to perform.

There are three microlending companies in the group today: King, Altfin and Unity...

11/3,K/11 (Item 9 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01758912 04-09903  
Real estate compensation: The year in review  
Cornicelli, Michael F  
National Real Estate Investor v40n14 (SourceBook 1999 Supplement) PP:  
6-10 1999  
ISSN: 0027-9994 JRNL CODE: NRE  
WORD COUNT: 2757

...TEXT: companies. One relatively bright spot was the increased interest in privatelyheld vehicles for real estate investment, development, ownership and management. Private companies have long maintained that their incentive equity awards, whether in the enterprise itself or in specific investments, are truly long-term in nature and are better able...

11/3,K/12 (Item 10 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01736735 03-87725  
Pimco's equity play  
Lappen, Alyssa A  
Institutional Investor v32n11 PP: 59-67 Nov 1998  
ISSN: 0020-3580 JRNL CODE: IL  
WORD COUNT: 4221

...TEXT: CCI, however, now central to the equity effort, was ailing. Smith served as both its business and lead large-cap manager, but his ownership - and incentives - were diluted by the sale. Smith, who refused to comment, cut back his hours and began telecommuting from his second...

11/3,K/13 (Item 11 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01476524 01-27512  
RE companies team up to boost global reach  
Bergsman, Steve  
National Real Estate Investor v39n7 PP: 56-58+ Jul 1997  
ISSN: 0027-9994 JRNL CODE: NRE  
WORD COUNT: 2097

...TEXT: all partners' goals are aligned.

"Typically the alignment of goals is a challenge in this business, because the managers have different motivations than the owners," says Alan Tantleff, vice president-hotel investments for PREI. With its partners, PREI developed strategies to acquire full-service hotels that are ...

11/3,K/14 (Item 12 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01371680 00-22667  
**Goverance, ownership, and corporate entrepreneurship: The moderating impact of industry technological opportunities**  
Zahra, Shaker A  
Academy of Management Journal v39n6 PP: 1713-1735 Dec 1996  
ISSN: 0001-4273 JRNL CODE: AMA  
WORD COUNT: 8838

...TEXT: in a company is small may have the same tendency to free-ride as small investors " (1987: 136). Lacking an ownership interest, outside directors may have little incentive to monitor a chief executive or promote entrepreneurial activity.

The fact that CEOs play a major role in the selection, remuneration, and retention...

11/3,K/15 (Item 13 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01158702 98-08097  
**The abandonment of the patient**  
Curtin, Leah L  
Nursing Management v27n2 PP: 7-8 Feb 1996  
ISSN: 0744-6314 JRNL CODE: NSM  
WORD COUNT: 1784

...TEXT: is entirely absent as businesses contract with managed care entities that contract with providers. The business is obliged to further the best interests of its owners or investors -- and so, by-and-large, is the managed care entity. Providers have been "seduced" by perverse incentives that actually reward them for denying care to (most particularly the voiceless poor) patients. Moreover...

11/3,K/16 (Item 14 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

01147169 97-96563  
**Low cost delivery via brokers, not technology**  
Lunt, Penny  
ABA Banking Journal v87n12 PP: 56-58 Dec 1995  
ISSN: 0194-5947 JRNL CODE: BNK  
WORD COUNT: 1047

...TEXT: Reiter and Francisco think that competition is OK as long as the organization gets the business . But they are also working to encourage employees and managers to put customers' interests ahead of their own .

Stock brokers selling mortgages

The independent MFI investment reps may soon start looking like bankers. They have already begun selling bank products through...

11/3,K/17 (Item 15 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)



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01119945 97-69339

**Delta scrambles**

Osterland, Andrew

Financial World v164n24 PP: 28-29 Nov 21, 1995

ISSN: 0015-2064 JRNL CODE: TWO

WORD COUNT: 1209

...TEXT: hack \$2 billion from annual operating expenses by the middle of 1997.

Besides, Delta is buying the idea that ValuJet creates its own business. "They're stimulating the market," insists Harry Alger, executive vice president of operations at Delta. "ValuJet pets their share, but they're attracting a...

11/3,K/18 (Item 16 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01050350 96-99743

**Failure to pay dividend on preferred stock, not additional gift**

Marcus, Fred J; Freeman, Douglas K

Journal of the American Society of CLU & ChFC v49n4 PP: 24 Jul 1995

ISSN: 0742-9517 JRNL CODE: CLU

WORD COUNT: 451

...TEXT: in such a way as to permit him to take a less active part in management, but also to retain his investment and to encourage continued ownership of the business by members of his family. To this end, Mr. Daniels merged his three corporations into...

11/3,K/19 (Item 17 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2006 ProQuest Info&Learning. All rts. reserv.

00928245 95-77637

**Full concept for 1/2 Price**

Chanil, Debra

Discount Merchandiser v34n10 PP: 38-40 Oct 1994

ISSN: 0012-3579 JRNL CODE: DMD

WORD COUNT: 1792

...TEXT: be decision makers. We give them the responsibility and the accountability. Both buyers and store managers are rewarded on performance, so we encourage people to take initiative and run their own business." where buying decisions at other organizations are being made further up the corporate ladder, he says, "We...

11/3,K/20 (Item 18 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2006 ProQuest Info&Learning. All rts. reserv.

00893832 95-43224

**Management buy-outs - Management becomes owner**

Cutfield, Richard

Chartered Accountants Journal of New Zealand v73n5 PP: 43-45 Jun 1994

ISSN: 1172-9929 JRNL CODE: ANZ

...ABSTRACT: business when they have a sustainable competitive advantage. This creates opportunities for management of peripheral business units,

the value of which can be enhanced by renewed incentives , responsiveness and freedom which a transition to private- management ownership can create. Management buy -outs (MBO) are business acquisitions structured in such a way that current or new management receives a significant share ...

11/3,K/21 (Item 19 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

00886294 95-35686  
The ethical challenge of management buy-outs as a form of privatisation in Central and Eastern Europe  
Filatotchev, Igor; Starkey, Ken; Wright, Mike  
Journal of Business Ethics v13n7 PP: 523-532 Jul 1994  
ISSN: 0167-4544 JRNL CODE: JBE  
WORD COUNT: 6109

...TEXT: 1992, 'A Critical Evaluation of Etzioni's Socio-economic Theory: Implications for the Field of Business Ethics', Journal of Business Ethics 11, 545-553.

Thompson, S.: 1990, ' Management Buy -Outs and Privatisation: Ownership Form and Incentive Issues', Fiscal Studies 11 (3), 71-88

Valentiny, P., M. Wright and T. Buck: 1992...

11/3,K/22 (Item 20 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

00711984 93-61205  
Minister warns of tough measures  
Rudnick, David  
Euromoney Slovenia Supplement PP: 9-10 May 1993  
ISSN: 0014-2433 JRNL CODE: ERM  
WORD COUNT: 1359

...TEXT: voucher schemes and investment funds to privatize socially-owned property. I favour internal privatization in enterprises , encouraging managers and workers to acquire a stake through buy -outs. The transformation of one for form of ownership to another (especially using vouchers) is only an accounting approach, reshaping balance sheets rather than...

11/3,K/23 (Item 21 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

00652031 93-01252  
Are You Better Off Now?  
Anonymous  
Restaurant Business v91n18 PP: 54-74 Dec 10, 1992  
ISSN: 0097-8043 JRNL CODE: RTB  
WORD COUNT: 4096

...TEXT: single outlet. I spend 40% of my time in restaurants. You can't run this business from the outside in.

RB: The unit manager seems to be gaining importance. What incentives do you give to the unit manager ?

Robert Finley

FLACK: In 90% of our outlets we have **owner** -managers. They are **invested** partners. Nobody gave it to them. It's not a sweat-equity deal. They put...

11/3,K/24 (Item 22 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2006 ProQuest Info&Learning. All rts. reserv.

00598281 92-13454  
**Gutsy Decisions of 1991**  
Verespej, Michael A.  
Industry Week v241n4 PP: 20-31 Feb 17, 1992  
ISSN: 0039-0895 JRNL CODE: IW  
WORD COUNT: 5356

...TEXT: 50% of their bonus in stock that they can't sell for five years.  
"It **motivates managers** to think like **owners** , obliges them to hold the stock they **buy** for at least five years, and, therefore, exposes them to the risks of the **business** ."

Mr. Buffett intends to get 30% of the firm's stock into the hands of...

11/3,K/25 (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2006 Business Wire. All rts. reserv.

00212852 20000310070B9269 (USE FORMAT 7 FOR FULLTEXT)  
**Intersil's PRISM II Chip Set On Board Compaq's New High-Speed Wireless LAN System**  
Business Wire  
Friday, March 10, 2000 08:29 EST  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 739

...with your PCs, plus having the support of an industry-leading computer company behind the **purchase** will help **stimulate IT managers** , small **business owners** , and even multi-PC households to take advantage of wireless networking," said Larry Ciaccia, vice...

11/3,K/26 (Item 1 from file: 613)  
DIALOG(R)File 613:PR Newswire  
(c) 2006 PR Newswire Association Inc. All rts. reserv.

00158062 19990802LATU001D (USE FORMAT 7 FOR FULLTEXT)  
**C O R R E C T I O N -- PartyLite Gifts, Inc./**  
PR Newswire  
Monday, August 2, 1999 21:11 EDT  
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 486

...part of the group, Ms. Iali enjoyed an information-packed agenda of events including daily **business training seminars**, announcements of new products and **incentive contests**, and a formal awards banquet. The **attendees** also celebrated **their** collective achievement of reaching the \$500, 000 fundraising goal they set during 1998 for an annual donation to the American Cancer Society...

11/3,K/27 (Item 1 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(C) 2006 McGraw-Hill Co. Inc. All rts. reserv.

01004045  
LBOs Didn't Make Formica Lose Its Gloss  
Business Week, Number 3625, Pg 12  
April 19, 1999  
JOURNAL CODE: BW  
SECTION HEADING: Readers Report ISSN: 0007-7135  
WORD COUNT: 242

TEXT:

...it is the least costly form of capital.

-- The discipline that debt obligations impose on management decisions.

-- The motivational impact of stock ownership on management .

-- A tax-efficient way of rewarding investors through sale of the business .

It is this last point that can lead to sequential LBOs. Every business needs to...

11/3,K/28 (Item 1 from file: 810)  
DIALOG(R)File 810:Business Wire  
(C) 1999 Business Wire . All rts. reserv.

0537924 BW0036

VOLUME SERVICES: Volume Services management and Blackstone Capital Partners  
II initiate buyout of Volume Services Inc.

November 29, 1995

Byline: Business Editors

...of VSI Acquisition  
II Corp. "We are extremely fortunate to have such a dedicated and motivated management team, which has together decided to literally invest in their own futures and in the tremendous future of our business ."

"Blackstone has an outstanding reputation as principal investors, as well as tremendous access to capital...

11/3,K/29 (Item 2 from file: 810)  
DIALOG(R)File 810:Business Wire  
(C) 1999 Business Wire . All rts. reserv.

0512393 BW0210

US SBA: U.S. Small Business Administration to broadcast federal procurement changes via satellite

August 28, 1995

Byline: Business Editors

Robert Finley

...Product Acquisitions  
Simplified Acquisition Procedures  
Effects of Past Performance on Future Awards  
Robert Meredith, District Director of the Seattle SBA, encourages all small companies interested in procurement to attend. "SBA invites all business owners, small business resource institutions and all other interested parties to attend this broadcast. These changes will be...

11/3,K/30 (Item 3 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0399308 BW912

**DREW INDUSTRIES: Drew announces its intention to spinoff its wholly owned subsidiary, Leslie Building Products**

April 19, 1994

Byline: Business Editors

...operating results, the spinoff will permit management of each company to focus on its core business and enhance the ability of each company to attract and retain qualified management by providing an incentive through equity ownership in their respective company.  
"In addition, investors will be better able to evaluate both Drew (including Kinro) and Leslie Building Products (including...

11/3,K/31 (Item 4 from file: 810)  
DIALOG(R)File 810:Business Wire  
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0063996 BW015

**COMPUTERLAND: Computerland Corp. restructures COSI subsidiary**

September 16, 1987

Byline: Business Editors

...time, day-to-day basis. They will pay royalties and ad fund contributions like any franchisee, manage their own cash accounts, determine sales commissions and incentives, make purchasing decisions and control their own local advertising.  
The COSI regional offices and the COSI central staff in Oakland will begin...

11/3,K/32 (Item 1 from file: 813)  
DIALOG(R)File 813:PR Newswire  
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1459888 PPTH038  
**Generate More Business by Attending the Greater Philadelphia Business EXPO '99 Tuesday, May 11**

DATE: April 22, 1999 11:28 EDT WORD COUNT: 330

, April 22 /PRNewswire/ -- Business owners, decision makers and managers with purchasing responsibilities are strongly encouraged to attend the 1999 Greater Philadelphia Business EXPO, on May 11 from 10:00 a.m. to 5:30 p.m., in...

11/3,k/33 (Item 2 from file: 813)  
DIALOG(R)File 813:PR Newswire  
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0908879 DCTH022  
USAIR INTRODUCES CUSTOMER INCENTIVE MILEAGE PROGRAM

DATE: February 1, 1996 11:17 EST WORD COUNT: 264

...of ten certificates. Each  
certificate will be valid for 12 months from the date of purchase .

"With the introduction of VIP Miles, business owners , managers ,  
sales and marketing professionals and other incentive program decision-  
makers can take advantage of a remarkably low-cost promotional  
opportunity," said J...

11/3,k/34 (Item 3 from file: 813)  
DIALOG(R)File 813:PR Newswire  
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0844155 FL002  
GOVERNMENT AGENCIES AND LARGE COMPANIES CONVENE IN FORT LAUDERDALE LOOKING  
TO BUY GOODS AND SERVICES FROM SMALL BUSINESSES

DATE: July 25, 1995 11:47 EDT WORD COUNT: 275

...a FASA update. Workshop speakers are experienced  
individuals who are directly involved with helping small business owners  
locate and identify which agencies can buy their product and services.

Small business owners , marketing and sales managers , and key  
personnel are encouraged to attend this event, to they can discover how  
to successfully expand in these markets...

Robert Finley

File 16:Gale Group PROMT(R) 1990-2006/Dec 07  
(c) 2006 The Gale Group  
File 148:Gale Group Trade & Industry DB 1976-2006/Dec 06  
(c)2006 The Gale Group  
File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group  
File 275:Gale Group Computer DB(TM) 1983-2006/Dec 07  
(c) 2006 The Gale Group  
File 621:Gale Group New Prod.Annou.(R) 1985-2006/Dec 05  
(c) 2006 The Gale Group  
File 636:Gale Group Newsletter DB(TM) 1987-2006/Dec 07  
(c) 2006 The Gale Group

Set	Items	Description
S1	2562880	INCENTIV??? OR INDUCE?? OR INDUCING OR INDUCEMENT OR MOTIV- AT??? OR MOTIVATION?? OR ENCOURAG??? OR ENCOURAGEMENT OR STIM- ULUS OR STIMULAT??? OR SPUR OR SPURS OR IMPETUS
S2	13224330	MANAGEMENT OR MANAG??? OR MANAGERIAL OR SUPERVIS???
S3	12923880	BUYING OR BUY??? OR BOUGHT OR PURCHAS??? OR INVEST??? OR I- NVESTMENT? ?
S4	5658355	OWN OR OWNER OR OWNERS OR OWNERSHIP OR PROPRIETOR OR PROPR- IETORS OR PROPRIETORSHIP
S5	34722162	BUSINESS?? OR FRANCHIS??? OR DISTRIBUTOR OR DISTRIBUTORS??? OR DEALERSHIP? ? OR ENTREPRENEUR???
S6	93018	S1(6N)S2
S7	341194	S3(6N)S4
S8	228	S6(12N)S7
S9	48	S5(20N)S8
S10	30	S9 NOT PY>2002
S11	21	RD (unique items)